



(770) 479-5495 • (866) 479-5495
 www.georgiafireandrescue.com
 107 P Rickman Industrial Drive
 Canton, GA 30115

3% fee added to purchase
 made with credit card on totals
 of \$3000 or more

Quote

Quote Number:
 02222023-06jgw

Quote Date
 Feb 22, 2023

Page:
 1

Quoted to:

Effingham County F.D.
 Effingham County FD
 1171 Hwy 119 North
 Springfield, GA 31329
 USA

Effingham County F.D.
 Effingham County FD
 1171 Hwy 119 North
 Springfield, GA 31329
 USA

Customer ID	Good Thru	Payment Terms	Sales Rep
Effingham Co FD	3/24/23	Net 30 Days	Whidby, Jason

Quantity	Item	Description	Unit Price	Extension
18.00	Innotex Energy Coat	QUO-76653-H1Y9S GA FIRE RESCUE CUSTOM SPEC Innotex - PIONEER™ Gold / STEDAIR® 3000 / DEFENDER® M NP Brass TPP 44 THL 240 Innotex Energy Coat	1,708.00	30,744.00
18.00	Innotex Energy Pant	Innotex Energy Pant "EFFINGHAM" ON COAT "LAST NAME" On removable panel on coat tail *Current estimated lead time on GA FIRE SPEC is 18 weeks. (week of June 19 to 23, 2023)	1,087.00	19,566.00
18.00	Innotexgray25 M/L	Innotex Gray25 Hood M/L (QUO-76654-P1G1C)	109.00	1,962.00

Remit to :
 PO Box 915
 Holly Springs GA 30142

Subtotal	Continued
Sales Tax	Continued
Freight	Continued
Total	Continued

Georgia Fire & Rescue Supply

(770) 479-5495 • (866) 479-5495
 www.georgiafirerescue.com
 107 P Rickman Industrial Drive
 Canton, GA 30115

3% fee added to purchase
 made with credit card on totals
 of \$3000 or more

Quote

Quote Number:
 02222023-06jgw

Quote Date:
 Feb 22, 2023

Page:
 2

Quoted to:

Effingham County F.D.
 Effingham County FD
 1171 Hwy 119 North
 Springfield, GA 31329
 IISA

Effingham County F.D.
 Effingham County FD
 1171 Hwy 119 North
 Springfield, GA 31329
 IISA

Customer ID	Good Thru	Payment Terms	Sales Rep
Effingham Co FD	3/24/23	Net 30 Days	Whidby, Jason

Quantity	Item	Description	Unit Price	Extension
18.00	2770912 X2 SIZE 10.5	BLACK DIAMOND X2 FIREFIGHTING BOOT. SIZE 10.5	312.00	5,616.00
18.00	G2LLG	FireDex - Dex Pro Leather Gloves - Large	118.00	2,124.00

Remit to :
 PO Box 915
 Holly Springs GA 30142

Subtotal	60,012.00
Sales Tax	
Freight	590.00
Total	60,602.00

032620-INO

**Solicitation Number: RFP #032620****CONTRACT**

This Contract is between **Sourcewell**, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and **Innotex Corp.**, 2397 Harts Ferry Rd., Ohatchee, AL 36271 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to its members. Participation is open to all levels of governmental entity, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and its Members (Members).

1. TERM OF CONTRACT

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires May 7, 2024, unless it is cancelled sooner pursuant to Article 24. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 16 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Member in advance, Equipment or Products must be delivered as operational to the Member's site.

nonconforming Equipment and Products, the Member will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Member.

B. **SALES TAX.** Each Member is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, Members must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcwell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcwell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Members.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcwell Price and Product Change Request Form to the assigned Sourcwell Contract Administrator. This form is available from the assigned Sourcwell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcwell contract number
- Clearly specify the requested change
- Provide sufficient detail to justify the requested change
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change)
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcwell Price and Product Request Form will become an amendment to this Contract and be incorporated by reference.

D. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Member requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Member and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

E. **TERMINATION OF PURCHASE ORDERS.** Members may terminate a purchase order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Member fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal or state laws or regulations prohibit the purchase or change the Member's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Member.

F. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Member's purchase order will be determined by the Member making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Vendor will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Member inquiries; and
- Business reviews to Sourcewell and Members, if applicable.

B. **BUSINESS REVIEWS.** Vendor must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to members, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcewell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

10. ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

- A. **ASSIGNMENT.** Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.
- B. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.
- C. **WAIVER.** If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.
- D. **CONTRACT COMPLETE.** This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party.
- E. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, master-servant, principal-agent, or any other relationship.

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Members, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications.

12. AUDITS

Sourcewell reserves the right to review the books, records, documents, and accounting procedures and practices of the Vendor relevant to this Contract for a minimum of six (6) years from the end of this Contract. This clause extends to Members as it relates to business conducted by that Member under this Contract.

13. GOVERNMENT DATA PRACTICES

Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

19. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have thirty (30) calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Members as a result of such failure to proceed will be borne by the Vendor.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Member order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

20. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. **CERTIFICATES OF INSURANCE.** Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the Insurer(s) to bind coverage on their behalf. All policies must include there will be no cancellation, suspension, non-renewal, or reduction of coverage without thirty (30) days' prior written notice to the Vendor.

Upon request, Vendor must provide to Sourcewell copies of applicable policies and endorsements, within ten (10) days of a request. Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Vendor agrees to name Sourcewell and its Members, including their officers, agents, and employees, as an additional Insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional Insureds.

D. **WAIVER OF SUBROGATION.** Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional Insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance

a Member accesses Vendor's Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. § 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction

covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of three (3) years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Vendor must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Vendor must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

RFP 032620 - Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

Vendor Details

Company Name: Innotex Corp.
2397 Harts Ferry Rd
Address: Ohatchee, Alabama 36271
Contact: Lou Lopez
Email: lou.lopez@innotexprotection.com
Phone: 608-346-8585
Fax: 585-585-8585
HST#: 99-0372856

Submission Details

Created On: Sunday March 22, 2020 14:21:56
Submitted On: Thursday March 26, 2020 12:52:18
Submitted By: Lou Lopez
Email: lou.lopez@innotexprotection.com
Transaction #: 996436db-97e0-4d28-99df-1a61c2ea68d2
Submitter's IP Address: 96.37.99.68

7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Listed below is the website link that contains this information. I have also entered the verblage from the website below the web link.</p> <p>http://innotexp Protection.com/en/about-turnout-gear-manufacturer/</p> <p>A century in the making.....Our craft goes back over a hundred years ago in 1889 at our Canadian facility where various garments were produced. In the late 1960s, the company became the outerwear division of Bombardier Recreational Products that was later sold to Camoplast Inc. After over 20 years of manufacturing extreme sports outerwear, winter sports and football protective equipment, the transition began to FR industrial and military protective apparel in the mid-1980s. In 1999, a new management team decided to merge the know-how of extreme sports and fire retardant for industrial and military use in the designing and manufacturing of apparel. With the idea to create a line of turnout gear, INNOTEX was born. It's mission: to continuously innovate through textile. The first UL® certified turnout gear was subsequently made in 2001.</p> <p>Our Designs Our lightweight turnout designs are inspired by decades of experience in the development and manufacturing of extreme sports protective clothing. We design our products to be as efficient as possible, making improvements to comfort and durability, without compromising on protection.</p> <p>With high quality craftsmanship and exceptional attention to detail, we have created a turnout with increased durability, which in turn helps to extend the life of the turnout and allows fire departments to save considerably and increase firefighter safety.</p> <p>Firefighting is a demanding task. Taking extremely high risks and taking action in all sorts of situations requires determination, rigorous training and a great deal of passion. At INNOTEX®, we understand and share that passion. Our team takes nothing for granted. We don't hesitate to redefine tradition and refresh proven ideas, thanks to the clever use we make of modern technologies. Pride is the drive of firefighters, ours is to see you protected by our gear. Our company was named Innotex because one of our core principles is to (INNO)vation through (Tex)iles - INNOTEX</p>
8	Provide a detailed description of the products and services that you are offering in your proposal.	Personal Protective Equipment for Firefighters following the standards set by the NFPA. Our product line includes Turnout gear, Proximity suits, Gloves, Particulate and Non-Particulate Hoods
9	What are your company's expectations in the event of an award?	To provide quality products in a timely manner to perform at or above the standards set by the NFPA for the Fire Departments that are served by this program.
10	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	We are a privately held company and operate under a policy of not releasing our specific financial data. What we can assure you is that we are a profitable, fiscally responsible and financially stable company. We exceed financial ratios that our banking partners require us to hold to do business with them. These numbers are consistently reviewed internally and yearly reviewed by external accountants. If needed, our CFO is more than willing to discuss these items during a phone call with Sourcewell's CFO or Financial department.
11	What is your US market share for the solutions that you are proposing?	We have a smaller market share in the U.S. in regards to turnout gear. Having said this, we are confident that we are in the Top 5 of suppliers in the U.S. market for turnout gear. There are 14 total competitors. Top 3 are in revenue a group. We believe we are #4 and close with # 5 in the next revenue group. They next 8-10 competitors are in a much lower revenue group. The view is different when it comes to hoods and gloves. We are the market share leader in Particulate Barrier hoods. The glove market is harder to determine overall market share but we are confident in our share of the market
12	What is your Canadian market share, if any?	We are the #1 supplier in the Canadian market. #2 is very close to us and between the two companies, we hold the vast majority of the business in the Canadian market.
13	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No

Table 5: Top Five Government or Education Customers

Line Item 24. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
City of Toronto	Government	ON - Ontario	Multi-year contract supplying 1,000's of sets of Turnout gear for this 4,000 Firefighter Department	Depends on the year, some years it is hundreds of thousands, this year several million.	One Million+ with several million coming this year.
City of Denver	Government	Colorado - CO	Multi-year contract supplying 1000+ sets of Turnout gear for this 1,200 Firefighter Department. We are also supplying them with some of their gloves and potentially their hoods in 2020	Approximately \$75- \$100K per order.	This contract is less than one year old. We have supplied approx. \$500k in product to them. Contract represents several million dollars
City of Laredo	Government	Texas - TX	We have supplied the City of Laredo (400 Firefighters) and their training facility for 9+ years with multiple products including Turnout gear, gloves and hoods.	Approximately \$100 - \$200K per order	Approx. \$350 - \$400K
City of Charlotte	Government	North Carolina - NC	We have supplied the City of Charlotte for the last 4 years. This is a contract that also can be utilized by additional Departments as part of the CPC.	Approximately \$50 - \$100K per order	\$1.5 million+ including CPC business
City of New York	Government	New York - NY	We have supplied 1200+ of our Innotex Gray 25 Hoods and Gray 35 hoods to the FDNY. Mainly Gray 25. This isn't top 5 in revenue but they are the largest Fire Department in the world and they chose to buy our hoods. This was a great win for us	\$100K	\$100K

Table 7: Marketing Plan

Line Item	Question	Response *
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	We will utilize a multi-pronged approach in marketing this contract in the States and Provinces where the contract applies. First, the education of our Sales Force (RSMs and Dealer Sales Reps) will be a critical component in launching this initiative. Their education will definitely help the expansion of this program. Second, we have a weekly communication utilizing our mailing list with Dealers, Sales Reps and Industry partners where we can also promote this program and the benefits of it. Targeted Social Media can also be a solid avenue for the promotion. One challenge will be that since this isn't available to all, we will need to craft the wording to promote this while also leaving room for the occasion that this isn't available to a particular area or partner. We have attached a couple of marketing brochures for your reference.
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Facebook and Instagram are our primary outlets for social media. There is more work to be done in this area but we are aware of this and it remains a priority for our team.
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Depending on the influence and potential size in winning a particular RFP, there can be multiple ways to promote a win. We promote a lot of these wins currently amongst our team, who then utilize these wins in their presentations throughout North America. The same can be said for our Dealer Sales Reps. In many instances, we promote some of our larger Departments at many of the trade shows that we attend throughout North America by prominently displaying the Turnout gear of several Departments for that particular area or region of the country. The more success we have together, the more we can promote the program between our two companies. We know that Sourcewell cannot endorse our brand but we can promote that we are having success to our RSMs and Dealer network in this new avenue of business.
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	We do have a robust online system that allows our users to log-in into our Dealer Zone to build quotes, develop specs, gather important detailed spec information, review pricing, compare pricing, and submit orders. If there is interest, we would be more than willing to provide a demonstration on the efficiency and ease of use of this system for Sourcewell. We are very proud of this resource.

Table 8: Value-Added Attributes

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell Members. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	We have multiple ways to approach the training of these Departments. We can do this throughout the process both before and after the sale. We can approach this training through our Dealer Reps in person or through different technology channels like Skype, GoToMeeting, Microsoft Teams, we have even facilitated some through Facetime for more general questions or ideas. In person training is the best way to experience the garments. Touching and maneuvering with the garments brings a lot of value to the training session. Not mandatory but a better experience. We also have great exposure throughout N. America at a significant amount of trade shows where we can invite Departments and their employees to learn with us at these functions. Our RSMs also travel frequently throughout their Region to provide in person detailed training sessions for Departments. We have the ability to demonstrate our manufacturing facilities to those that can travel to them and we frequently have people visit our 3 N. American manufacturing facilities. Some of these training sessions have no cost associated with them. Some the Department will pay for the travel expenses of their employees and some we have helped with the costs. There is a tremendous array of options here and we welcome the opportunity to be a part of them. Our products are unique due to the extensive work that we have put into developing and patenting them.
37	Describe any technological advances that your proposed products or services offer.	We hold multiple patents in the design and function of our garments for the Firefighting community.
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	Traditionally, turnout gear has come in a black plastic bag (think of a Hefty Bag). This is the way that the industry has done it for decades. We have decided that as a company we want to try and eliminate these plastic bags and the plastic ties that attach some of the necessary documentation to the garments. We are launching this initiative now and are proud to be a contributor to reducing the amount of plastic that is entering into our waterways, oceans and landfills. We have also eliminated the printing of our full line catalog, much to the dismay of some of our employees and customers. There is a lot of paper associated with these items. We do offer several tri-fold brochures (attached) in limited quantities. We understand the value of these initiatives and are continually looking for more ways to improve in this area.

Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
43	Do your warranties cover all products, parts, and labor?	See attached warranty document for all details
44	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	See attached warranty document for all details
45	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Not applicable
46	Are there any geographic regions of the United States (and Canada, if applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?	Our warranty utilizes our 1851 center located in Richmond, QC or can be applied to an approved local ISP to perform the services.
47	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Not applicable
48	What are your proposed exchange and return programs and policies?	See attached warranty document for all details
49	Describe any service contract options for the items included in your proposal.	We also have the ability to offer a 5 year warranty for a small additional cost

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
50	What are your payment terms (e.g., net 10, net 30)?	Net 30
51	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	Not applicable
52	Describe your formal trade-in program or policy for the products or equipment offered in your proposal, if any. Upload trade-in program materials (if applicable) in the document upload section of your response.	Not applicable
53	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.	Our initial plan is to have one of our Customer Service Reps dedicated to handling the review and participation in these RFP's. This person will also be responsible for tracking the success of the RFP. As we earn business, we will send the corresponding fee to Sourcewell. We understand the importance of paying the fee associated to the participation in this contract and look forward to earning business through it. If we are paying fees, we are generating revenue which is great for all of us
54	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?	No

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
64	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	All of the participants in this program will receive a flat discount of 20% from our MSRP so tracking this will be simply applying that level of discount to a specific order. We are also establishing this as the "ceiling" price. We will educate our Dealers that they can offer even greater discounts to the Members. This will be discussed on a case by case basis. There is room for our Dealers to negotiate a better price for Members based on the pricing model that we have implemented for them. As mentioned, we will have a dedicated Team member who will monitor and track these transactions. Our Customer Service team works closely together so multiple people will be aware of how this program works.
65	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	1.0%

Table 14: Industry Specific Questions

Line Item	Question	Response *
66	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Revenue is the key metric for this program. We anticipate solid success with this program. With that success, we know that it will breed more success through our RSMs and Dealers. Also, the awards from this contract will potentially bring Departments around the awarded Department so word of mouth will also play an important part of this program.

70	If you provide on-site or in-person sales, service, training, and/or support, explain how those activities are handled and the unique attributes of your process.	We have multiple ways to approach the training of these Departments. We can do this throughout the process both before and after the sale. We can approach this training through our Dealer Reps in person or through different technology channels like Skype, GoToMeeting, Microsoft Teams, we have even facilitated some through Facetime for more general questions or ideas. In person training is the best way to experience the garments. Touching and maneuvering with the garments brings a lot of value to the training session. Not mandatory but a better experience. We also have great exposure throughout N. America at a significant amount of trade shows where we can invite Departments and their employees to learn with us at these functions. Our RSMs also travel frequently throughout their Region to provide in person detailed training sessions for Departments. We have the ability to demonstrate our manufacturing facilities to those that can travel to them and we frequently have people visit our 3 N. American manufacturing facilities. Some of these training sessions have no cost associated with them. Some the Department will pay for the travel expenses of their employees and some we have helped with the costs. There is a tremendous array of options here and we welcome the opportunity to be a part of them. Our products are unique due to the extensive work that we have put into developing and patenting them.
71	Describe your compliance with applicable national standards for the products and/or equipment offered in your proposal, such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI).	All of our products are certified to the NFPA 1971 Standard and are also assessed to the NFPA 1851 Standard for care and maintenance. These products are certified by UL to be in accordance with the NFPA Standard.

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 72. NOTICE: To identify any exception, or to request any modification, to the Sourcewell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Financial Strength and Stability - INNOTEX PRESENTATION LETTER_2019_R01.pdf - Wednesday March 25, 2020 17:29:24
- Marketing Plan/Samples - INNOTEX - GRAY Particulate-BlockIn Hoods Catalog - 25 and 35 - ENG - Web.pdf - Wednesday March 25, 2020 13:43:42
- WMBE/MBE/SBE or Related Certificates (optional)
- Warranty Information - Limited warranty - Garments - 24 months R01 2013-09-27.pdf - Wednesday March 25, 2020 17:30:50
- Pricing - 2020 MSRP PRICE LIST - CLASSIC, ENERGY, GLOVES, HOODS, RDG.pdf - Thursday March 26, 2020 12:47:58
- Additional Document - Endurance - Sale Sheet - Final - ENG - Web.pdf - Wednesday March 25, 2020 13:44:09

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu March 19 2020 10:31 AM	<input checked="" type="checkbox"/>	2
Addendum_6_Firefighting_Pers_Protect_Eqpt_RFP032620 Fri March 13 2020 02:36 PM	<input checked="" type="checkbox"/>	-
Addendum_5_Firefighting_Pers_Protect_Eqpt_RFP032620 Wed March 4 2020 05:07 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu February 27 2020 03:55 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Firefighting_Pers_Protect_Eqpt_RFP032620 Mon February 10 2020 06:01 PM	<input checked="" type="checkbox"/>	1
Addendum_2_Firefighting_Pers_Protect_Eqpt_RFP032620 Thu January 30 2020 05:45 PM	<input checked="" type="checkbox"/>	-
Addendum_1_Firefighting_Pers_Protect_Eqpt_RFP032620 Mon January 27 2020 09:48 AM	<input checked="" type="checkbox"/>	-



**RFP #032620
REQUEST FOR PROPOSALS
for
Firefighting Personal Protective Equipment, Apparel, and Accessories, with
Related Cleaning and Maintenance Equipment**

Proposal Due Date: March 26, 2020, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment to result in a contracting solution for use by its members. Sourcewell members include thousands of governmental, higher education, K-12 education, not-for-profit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (<https://proportal.sourcewell-mn.gov>). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 26, 2020, at 4:30 p.m. Central Time, and late proposals will not be considered.

Solicitation Schedule

Public Notice of RFP Published:	January 23, 2020
Pre-proposal Conference:	February 6, 2020, 11:00 a.m., Central Time
Question Submission Deadline:	March 18, 2020, 4:30 p.m., Central Time
Proposal Due Date:	March 26, 2020, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	March 26, 2020, 6:30 p.m., Central Time **

** SEE RFP SUB-SECTION V. G. "OPENING"

Sourcewell RFP #032620
Firefighting Personal Protective Equipment, Apparel, and Accessories,
with Related Cleaning and Maintenance Equipment

II. EQUIPMENT, PRODUCTS, AND SERVICES

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that Proposers offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment, to include:
 - a. Firefighting Personal Protective Equipment (PPE) for all types of fire and rescue service, including structural firefighting, wildland firefighting, technical rescue, aircraft rescue, HazMat, and EMS, including, but not limited to:
 - i. Protective clothing, including turnout gear, coats, pants, boots, gloves, hoods, and, CBRN clothing;
 - ii. Firefighting apparel and station-wear, including shirts, pants, jackets, and footwear;
 - iii. Helmets and related accessories, including front shields, helmet mounted lights, shrouds, straps, pads, and visors;
 - iv. Self-contained breathing apparatus (SCBA) and supplied air breathing apparatus (SABA), including open circuit and/or closed-circuit systems, facepieces, cylinders, regulators, and rapid intervention crew/company universal air connection (RIC UAC); and,
 - v. Related equipment and accessories, including personal alert safety systems (PASS), air supply monitoring systems, gas masks, belts, suspenders, straps, radio holders, and eye protection.
 - b. Breathing air compressors and compressor systems, including mobile and stationary fill stations, cascade systems, purification, and storage;

Sourcewell desires the broadest possible selection of products/equipment and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and potential Members.

C. REQUIREMENTS

It is expected that Proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Members.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, Proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the Proposal, equipment and products must be delivered to the Member as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four (4) years. An extension may be offered based on the best interests of Sourcewell and its members.

E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD \$35 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Members. The Proposer's Marketing Plan should demonstrate Proposer's ability to deploy a sales force or

3. Stated in U.S., and Canadian dollars for Proposers intending to sell in Canada (as applicable); and
4. Clearly understood, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Member's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the Proposer. Additionally, Proposers should clearly describe any unique distribution and/or delivery methods or options offered in the Proposal.

B. ADMINISTRATIVE FEES

Proposers are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting contracts. The administrative fee is normally calculated as a percentage of the total sales to Members for all contracted equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcewell. Only those modifications the Proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in a proposal being disqualified from further review and evaluation.

To request a modification to the Contract terms, conditions, or specifications, a Proposer must complete and submit an Exceptions to Terms, Conditions, or Specifications Form, with all requested modifications, through the Sourcewell Procurement Portal at the time of submitting the Proposer's response.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted on page one of this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent

Sourcewell. Only complete proposals that are timely submitted through the Sourcewell Procurement Portal will be considered. Late proposals will not be considered. It is the Proposer's sole responsibility to ensure that the proposal is received on time.

All proposals must be received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time noted in the Solicitation Schedule above. It is recommended that Proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The closing time and date is determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to twenty-four (24) hours to respond to certain issues.

Upon successful submission of a proposal, the Portal will automatically generate a confirmation email to the Proposer. If the Proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the Proposer has obtained this solicitation document from a third party, the onus is on the Proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

All proposals must be acknowledged digitally by an authorized representative of the Proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, Proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a contract award and may subject the Proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for ninety (90) days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the Proposer.

F. PROPOSAL WITHDRAWAL

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	50
Financial Viability and Marketplace Success	75
Ability to Sell and Deliver Service	100
Marketing Plan	50
Value Added Attributes	75
Warranty	50
Depth and Breadth of Offered Equipment, Products, or Services	200
Pricing	400
TOTAL POINTS	1000

C. PROTESTS OF AWARDS

Any protest made under this RFP by a Proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. The protest must be received no later than ten (10) calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- The original signature of the protester or its representative;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the issues to be resolved;
- Identification of the legal or factual basis;
- Any additional supporting documentation; and
- Protest bond in the amount of \$20,000.

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any contract and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain



1/27/2020

Addendum No. 1

Solicitation Number: RFP 032620

Solicitation Name: Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Is there a list of items to quote?

Answer 1:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities for our cooperative contract awards. A respondent is allowed to propose the entire line of products and services falling within the scope of the RFP. Section II. B. of the RFP addresses the requested equipment, products or services for this solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 032620 posted to the Sourcewell Procurement Portal on 1/27/2020, is required at the time of proposal submittal.

using the search function, with the 6-digit RFP number, a list of awarded contract vendors can be displayed.

Question 3:

Page #5, Title II. Equipment Products & Services, Point E. Estimated Contract Value & Usage: Can you advise the percentage share of the Canadian Members anticipated out of the USD \$35Million?

Answer 3:

The RFP anticipated volume is an estimate based on past volumes of similar Sourcewell contracts. It is an estimate only, and no sales or sales volume are guaranteed. There is no separate estimate of Canadian volume or percentage estimates by geographic region.

Question 4:

Page #7, Title III. Pricing, Point A. Requirements, Line Item 4. Cost of delivery & others: The cost of delivery is subject to location, quantity & other special conditions of the Member which will be known on case-to-case basis. Is it acceptable to quote ex-work our warehouse(s) including onsite training, installation & other related services, but excluding delivery?

Answer 4:

It is left to the discretion of each proposer to determine and propose the pricing approach that aligns with their business methods and satisfies all the requirements of RFP Article III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Question 5:

Page #7, Title III. Pricing, Point B. Administrative Fees: Do we need to include it in our price for this solicitation? If yes, we need to know the criteria on when any of the scenarios is applied to us, whether 1%, 2% or a flat fee?

Answer 5:

Refer to RFP Section III. B. – Administrative Fees, for directions on proposing an administrative fee. It is left to the discretion of each proposer to determine and propose an administrative fee that is consistent with its business and its industry. The

End of Addendum

Acknowledgement of this Addendum to RFP 032620 posted to the Sourcewell Procurement Portal on 1/30/2020, is required at the time of proposal submittal.



2/27/2020

Addendum No. 4

Solicitation Number: RFP 032620

Solicitation Name: Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

In reference to Table 11, Line Item 55: "...If applicable, provide a SKU for each Item in your proposal." Please confirm if product category discounts are offered, then a SKU list is not applicable or expected as this may include tens of thousands of Items?

Answer 1:

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of RFP Article III - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

Question 2:

Is there a list of Items and brands that are requested? It is needed to give an accurate cost of these items.

Answer 2:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities for our cooperative contract awards. A respondent is allowed to propose the entire line of products and services falling within the scope of the RFP. Section II. B. of the RFP addresses the requested equipment, products or services for this solicitation.



3/4/2020

Addendum No. 5

Solicitation Number: RFP 032620

Solicitation Name: Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

As a manufacturer, we can only report numbers that we sell through distributors. When requesting total dollar volume, is it permissible to report wholesale dollar amounts?

Answer 1:

Refer to Sourcewell Contract Template Section 8 – Report on Contract Sales Activity and Administrative Fee Payment, for Sourcewell expectations for reporting and administrative fees. A request for modification to the Sourcewell contract template may only be submitted with a proposal. To request a modification to the template Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications table, which is found as the final Table of Step 1 in the proposal submission process.

End of Addendum

Acknowledgement of this Addendum to RFP 032620 posted to the Sourcewell Procurement Portal on 3/4/2020, is required at the time of proposal submittal.

End of Addendum

Acknowledgement of this Addendum to RFP 032620 posted to the Sourcewell Procurement Portal on 3/13/2020, is required at the time of proposal submittal.

Question 3:

If utilizing a network of dealers for order processing, do we need to provide that list upon submission? Can the list be modified at any time?

Answer 3:

Refer to RFP Section II. B. – Requested Equipment, Products, or Services – “If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Members and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Sourcewell Members under a resulting contract.” It is left to the discretion of each proposer to determine the information or documentation necessary to best demonstrate their ability to serve Sourcewell members and satisfy all the requirements included in the questionnaire tables. Proposals are evaluated based on the criteria stated in the RFP.

For additional detail on the requirement for awarded vendors with respect to distributor/dealer networks, refer to Sourcewell Contract Template Section 2. C. – Dealers and Distributors.

Question 4:

Will the administrative fee be charged to the manufacturer or to the dealer if using a dealer network? Will the fee be charged on the ceiling price or the final negotiated price listed on the member PO?

Answer 4:

Refer to Sourcewell Contract Template Section 8. – Report on Contracts Sales Activity and Administrative Fee Payment. A single sales report and administrative fee remittance is contemplated for each calendar quarter during the term of an awarded contract. Administrative fee is typically calculated based on total sales of all Equipment, Products, and Services purchased by Members under the contract.

End of Addendum

Acknowledgement of this Addendum to RFP 032620 posted to the Sourcewell Procurement Portal on 3/19/2020, is required at the time of proposal submittal.



INNOTEX® #032620-INO

Pricing for contract #032620-INO is provided at 20% discount from MSRP price list to Sourcewell participating agencies.

Tél.: 819-826-5971
Fax: 819-826-5195

Item XII. 6.

Quote

Quote : QUO-70648-Y1M5X

www.innotexprotection.com

To	
Company	GEORGIA FIRE & RESCUE SUPPLY
Name of the Quote	GEORGIA FIRE AND RESCUE STOCK GEAR- GFRS STOCK QUOTE 2 - EFFINGHAM August 2022
Contact	Ryan McElwee
Phone	(770) 479-5495
Phone	(770) 906-7754
Fax	(770) 479-9040

YOUR QUOTATION

USD

COAT ENERGY - INNOTEX ENERGY™	QTY	MSRP	SUB TOTAL
NFPA 1971-2018			
32" STYLE - SINGLE COLOR OUTER SHELL - WITH SINGLE METABOLIC ZONE (THERMAL BARRIER)	1		
Pioneer, Aramid Blend, 6.6 osy - Khaki			
Stedair© 3000, 5.2 osy			
Defender™ M NP (Brass), 7.0 osy			
3M Scotchlite® 3" SEGMENTED (triple trim) - Yellow Grey			
Trim Pattern: NFPA Style	1		
Zipper closure system (VISLON®)	1		
Semi bellows pockets (pair) - (8" x 9") - Regular	1		
Radio pocket (unit) - With extra layer of Outer Shell	1		
Standard flap with Grabber™	1		
POSITION: Radio Pocket: H: 8 x L: 4 x D: 2 (dimensions in inches) - POSITION B -			
Hand-warmer pockets with Nomex FR polar fleece (pair)	1		
Kevlar® handguard with thumbhole - Natural	1		
Vented back protection Airflow™	1		
Exterior hanging loop	1		
Mic loop / P.A.S.S. loop / 1 UNITS / Left chest	1		
Thermal liner attachments (bottom of coat) (unit) / 1 UNITS	1		
Flashlight Holder - Riveted Clip with Hook & Loop Fastener / 1 UNITS / Right chest	1		
PERSO: Right sleeve (E) - Nomex® Embroidered American flag / Sewn on shell	1		
PERSO: Back under neck (H) - Lettering - For all units (EFFINGHAM) / Scotchlite® 3" - Lime yellow / Straight / Sewn on shell	1		

2022-8-16 22:43:29

162

PERSO: Hem of coat (M) - Lettering - Different for each unit ([2]-Name - see list) / Average 12 letters / Scotchlite® 3" - Lime yellow / Straight / Sewn on removable patch / 4" X 17" / Outer Shell

1

Polymer coated aramid Color: BLACK

Limited 2-year Warranty

1

PANTS ENERGY - INNOTEX ENERGY™	QTY	MSRP	SUB TOTAL
NFPA 1971-2018			
Big boot leg - Regular waist - SINGLE COLOR OUTER SHELL - WITH SINGLE METABOLIC ZONE (THERMAL BARRIER)	1		
Pioneer, Aramid Blend, 6.6 osy - Khaki			
Stedair® 3000, 5.2 osy			
Defender™ M NP (Brass), 7.0 osy			
3M Scotchlite® 3" SEGMENTED (triple trim) - Yellow Grey			
Trim Pattern: Standard NFPA	1		
Zipper closure system (VISLON®)	1		
Full bellows pockets (pair) - (10" X 10" X 2") - Lined with Kevlar® twill reinforcement	1		
EMK™ (Enhanced Mobility Knee) in Polymer coated aramid - With closed cell FR blend sponge foam (BLACK REINFORCEMENT)	1		
DELUXE Cotton suspenders ("H style")	1		
Nomex belt (2-sides adjustment)	1		
Belt loops (6 units) (included)-(3" x 2") / 6 UNITS	1		
Polymer coated aramid Color: BLACK			
Limited 2-year Warranty	1		

Because of our ongoing commitment to product quality and development, we reserve the right to change, cancel, discontinue or alter any specification, price, design or feature without prior notice and without incurring any obligation.